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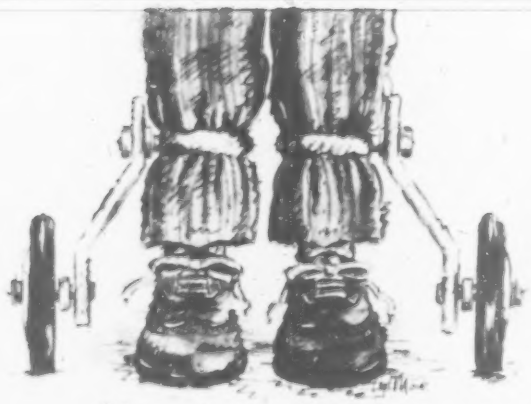

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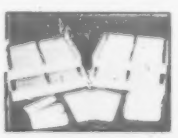

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AROUND THE WORLD

Import sales strong in Taiwan

But Opel is only foreign make to exhibit at nation's auto show

By Stephen Vines
STAFF CORRESPONDENT

Ironically the first Taipei International Auto Show, last month at Taiwan's new World Trade Center, was less than a roaring success. Nearly all the vehicle manufacturers stayed away, leaving the bulk of the space to parts makers.

It was ironical because the show was billed as a major opportunity for international exhibitors to display their wares in this rapidly growing market for imported vehicles. Yet, the only importer on hand was Opel, General Motors' West German subsidiary.

However, on the show's opening day, it was disclosed that car imports in the first quarter rose 198 percent compared with the same period last year. With sales of 32,234 cars, importers captured a record 36.5 percent of the market.

Motor-vehicle imports began to have a real impact on the Taiwan market about five years ago. The first year of significant growth was 1985, and since then the rise has been dramatic. The increase has been spurred by a combination of eased tariffs, the strength of the New Taiwan dollar and growing prosperity.

Although the government has pledged further tariff reductions and a general easing of import restrictions, imported cars continue to sell at an average 30 percent premium against domestically produced models.

Consumer enthusiasm for imported cars is so great that price appears to be a secondary consideration. A straw poll of those attending the Taipei motor show clearly indicated that most of the visitors would always buy an imported car if they could afford it.

There is particular enthusiasm for European models because, in the words of one visitor, "they are so different from Japanese cars." Most domestic producers assemble Japanese models.

Germany has held the largest share of the import market for the past few years. Mercedes-Benz and BMW lead the luxury class, and Opel is a major contender in sales of mid-range autos.

The United States is now the second biggest car importer, having moved from sixth place in 1986. Both Chrysler Motors and GM are making a strong showing in the market.

Fiat is the top Italian import and continues to show sales strength, as does its former partner, Seat of Spain, which has only recently faltered, pushing Spanish imports from fourth to seventh place.

Sweden's Volvo and Saab have enjoyed steady sales growth, making Sweden the fourth biggest importer. Britain's Rover Group has found success with its Montego cars, and Jaguar remains strong.

Most importers expect import sales to exceed 100,000 units this year, a growth rate in line with last year's record.

The success of the imports does not please the domestic producers, but their displeasure has been tempered by the overall growth of the market and, therefore, a healthy sales increase.

Last year, their sales grew 45 percent to 251,411 units; two years ago they sold only 151,680 vehicles. In the first quarter of this year, local manufacturers sold 56,080 vehicles, a 17 percent increase over the same period last year. Full-year forecasts call for a 14 percent gain in 1988.

The biggest problem area in the auto industry centers on Yue Loong, the largest manufacturer. In the first quarter, its market share slumped to 17.6 percent from an average of 31 percent last year.

The company believes that many of its problems have been caused by a change in distribution. It has stopped selling cars through its long-time exclusive distributor, China Autos, and has established its own direct sales network, which opened for business at the beginning of April. Other motor industry sources believe that Yue Loong's problems are more fundamental.

Ford Lio Ho is the main beneficiary of Yue Loong's decline. In the first quarter, its market share rose to almost 31 percent compared with a 21 percent average in 1987. It appears that the other manufacturers will retain their previous positions in the market.

None will admit it but all the domestic producers are waiting to see what impact Toyota and Mazda will have when they start selling Taiwan-assembled vehicles later this year. Both are formidable competitors and have been out of the market during its boom years.

Taiwan is still not a serious contender in the export market. Ford Lio Ho is the only significant shipper of cars, almost all of which go to Ford's Canadian subsidiary. Sanfu, which assembles both Renault and Isuzu vehicles, has also had some success with the export of Isuzu Troopers to the United States.

Taiwan is a long way from becoming a viable competitor in world markets and the increasingly fierce competition in the domestic market, after years of protection, compounds the difficulties of securing the economies of scale required to be competitive overseas.

TAIWAN MOTOR VEHICLE SALES BY MAKERS 1984-87

Manufacturer			1987	1986	1985
Yue Loong		Cars	53,951	44,933	38,081
		Trucks	3,322	9,571	12,403
		Chassis	21,065	8,414	6,734
		TOTAL	78,338	62,918	58,218
		% of Market	32.0%	37.6%	38.4%
	Export	Cars	130	—	—
		Trucks	—	—	—
		Chassis	3	—	—
		TOTAL	133	—	—
		% of Market	2.0%		
Ford Lio Ho		Cars	45,589	26,231	24,094
		Trucks	5,313	3,016	1,304
		Chassis	611	214	367
		Total	51,513	29,451	25,765
		% of Market	21.1%	17.6%	17.0%
	Export	Cars	6,505	6,000	—
		Trucks	—	—	—
		Chassis	—	—	—
		TOTAL	6,505	6,000	—
		% of Market	98.0%	98.33%	
San Yang		Cars	34,903	20,264	17,777
		Trucks	—	—	—
		Chassis	—	—	—
		TOTAL	34,903	20,264	17,777
		% of Market	14.3%	12.1%	11.7%
	Export	Cars	—	1	—
China Motors		Cars	13,786	11,239	10,527
		Trucks	12,501	11,766	12,254
		Chassis	1,291	859	1,541
		Total	28,578	23,864	24,322
		% of Market	11.7%	14.22%	16.0%
	Export		—	—	—
San Fu		Cars	15,603	10,968	8,208
		Trucks	3,113	2,851	1,609
		TOTAL	18,716	13,836	9,817
		% of Market	7.6%	8.3%	6.5%
	Export	Cars	2	100	
		% of export	†	1.6%	
Yue Tyan		Cars	23,440	13,869	13,181
		Trucks	4,835	—	—
		TOTAL	28,275	13,869	13,181
		% of Market	11.6%	8.3%	8.7%
	Export		—	1	—
				†	
Kuozui		Cars	613	—	—
		Trucks	3,835	2,944*	2,421*
		Chassis	—	—	179
		TOTAL	4,448	2,944	2,600
		% of Market	1.8%	1.8%	1.7%
	Export		—	—	—

†Less than .01% *Includes buses. Source: Taiwan Transportation Vehicles Manufacturers' Association

TAIWAN'S MOTOR IMPORTS AND EXPORTS 1985-87

IMPORTS

Cars

Year	Value (US$)	% Growth
1985	$111.17 million	
1986	$185.17 million	66.6
1987	$415.68 million	124.4

Trucks and CV'S

1985	$737,000	
1986	$1.6 million	117%
1987	$3.7 million	131

EXPORTS

Cars

1985	$140,200	
1986	$2.5 million	1,683
1987	$5.7 million	111

Trucks and CV'S

1985	$554,000	
1986	$828,200	49.4
1987	$504,900	– 64

SOURCE: China External Trade Development Council

Boost in car-truck exports reduces auto trade deficit

By Geoff Sundstrom
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — The U.S. automotive trade deficit in passenger cars and light trucks improved for the second straight month by declining 8.1 percent in March.

A 57.4 percent boost in exports rather than a decrease in imports was primarily responsible for the improvement. Automotive imports grew 2.5 percent over the same period a year ago. February's deficit declined 10.4 percent.

U.S. Commerce Department figures show a trade deficit for passenger cars and light trucks of $3.430 billion for March. Total car and truck exports had a value of $1.125 billion during the month. Monthly car and truck imports were valued at $4.556 billion. The automotive trade deficit for March 1987 was $3.731 billion.

Exports of passenger cars in March totaled 84,514 with an estimated value of $898.9 million. Light-truck exports for the month were 21,565 vehicles with an estimated value of $226.7 million. Passenger-car exports to Japan increased 1,815 units, and car exports to Canada increased 18,243 units. Exports to other countries increased 6,952 units.

On the import side, Japan turned in a mixed performance for the month with the number and value of truck shipments continuing to slide, while the value of passenger car shipments stayed about even with March 1987. The number of Japanese passenger cars shipped to the United States continued to decline, however.

South Korea, Mexico and Brazil continued to post increases in car shipments. Shipments from West Germany, Sweden, Yugoslavia, Italy and France declined. Passenger-car imports from the United Kingdom were up 18.2 percent in March.

Total car and truck imports in March had a value of $4.556 billion, up 2.5 percent from $4.446 billion in March 1987. There were 442,865 finished vehicles imported into the United States in March 1988, compared with 453,687 in March of last year.

Imports of passenger cars reached 355,223 units for the month with a value of $3.897 billion. Imports of light trucks were 87,642 units, with a value of $658.5 million.

Japanese car imports dropped 6.4 percent for the month, but the value of the shipments increased 0.7 percent. Japanese truck imports were off 28.8 percent. Japan shipped 145,343 cars to the United States in March, down from 155,298 a year ago. Truck shipments were 62,901 units, down from 88,351 units last year.

West Germany, Sweden, Yugoslavia, Italy and France all shipped fewer cars to the United States in March 1988 than in March 1987. German shipments were off 33.9 percent. Sweden's shipments were down 42.4 percent. Yugoslavia saw exports to the United States fall 25.5 percent for the month after rising significantly in February.

The number of passenger cars imported from South Korea in March increased 76 percent from the year-ago month. Korea shipped 30,037 vehicles to the United States in March, compared with 17,064 in March of last year.

Imports from Mexico were 11,368 vehicles, up from 5,837 a year ago. Brazilian imports were 3,168 units for the month, up from 2,748 vehicles shipped in March 1987.

SPX to buy Bear, shop equipment firm

MUSKEGON, Mich. — SPX Corp. has agreed to acquire Bear Automotive Service Equipment Co. for $11 a share or $66 million.

SPX, a manufacturer of automotive diagnostic equipment and parts, was known as Sealed Power Corp. until changing its name at its April 27 shareholders' meeting.

Bear makes diagnostic equipment and wheel alignment and service equipment.

Under the agreement, Bear's two largest shareholders, John F. Stolle, chairman and president, and Investment AB Argentus, a Swedish company, will sell their shares to SPX, subject to the approval of both company's boards and federal regulatory review. The two shareholders own about 56 percent of Bear's stock.

U.S. AUTOMOTIVE TRADE BY VALUE

(x $1,000)

Passenger cars

Country	Trade	Mar. 1987	Mar. 1988	Apr. 1986-Mar. 1987	Apr. 1987-Mar. 1988
Japan	Export	$ 6,025	$ 24,367	$ 44,579	$ 106,686
	Import	1,343,056	1,352,140	21,082,912	21,232,893
Canada	Export	511,522	719,892	5,497,643	6,085,013
	Import	957,593	1,265,418	11,881,139	10,691,621
West Germany	Import	943,995	653,077	8,430,135	8,409,345
South Korea	Import	86,632	164,627	1,012,954	2,442,956
Sweden	Import	204,258	137,378	1,831,915	1,773,387
Mexico	Import	59,579	102,775	494,793	1,310,926
Yugoslavia	Import	18,982	14,074	109,628	137,999
United Kingdom	Import	88,683	129,886	782,314	1,231,585
Italy	Import	20,305	23,171	163,723	192,545
France	Import	26,474	19,794	177,781	207,833
Brazil	Import	13,615	17,921	19,364	301,592
Others	Export	67,087	154,713	511,490	1,082,415
	Import	29,074	17,318	152,515	299,439
Car total	Export	584,634	898,972	6,035,712	7,274,114
	Import	3,792,246	3,897,579	46,119,173	48,232,130
Trade balance		(3,207,612)	(2,998,607)	(40,083,461)	(40,958,016)

Light trucks (up to 10,000 lbs. GVW)

Canada	Export	$ 102,971	$ 183,606	$ 1,511,381	$ 1,718,451
	Import	158,842	287,772	2,156,073	2,136,493
Japan	Import	480,750	350,059	5,013,393	3,866,948
Mexico	Import	10,666	230	135,506	60,684
Others	Export	27,783	43,105	135,795	245,604
	Import	4,473	20,446	55,889	98,548
Truck total	Export	130,754	226,711	1,647,176	1,965,055
	Import	654,731	658,506	7,360,861	6,162,673
Trade balance		(523,977)	(431,794)	(5,713,685)	(4,197,618)
Car and truck total	Export	715,388	1,125,683	7,682,888	9,239,169
	Import	4,446,997	4,556,085	53,480,034	54,394,803
VEHICLE TRADE BALANCE		(3,731,609)	(3,430,402)	(45,797,146)	(45,155,634)
TOTAL U.S. Merchandise trade (customs value)	Export	21,775,700	28,971,300	221,520,700	269,835,100
	Import	33,196,700	37,111,800	372,018,800	419,078,000
TRADE BALANCE		(11,421,000)	(8,140,500)	(150,498,100)	(149,242,900)

U.S. AUTOMOTIVE TRADE BY QUANTITY

Passenger cars

Country	Trade	Mar. 1987	Mar. 1988	Apr. 1986-Mar. 1987	Apr. 1987-Mar. 1988
Japan	Export	335	2,150	2,803	7,551
	Import	155,298	145,343	2,518,707	2,377,383
Canada	Export	52,240	70,483	590,780	589,251
	Import	90,344	113,957	1,136,750	975,247
West Germany	Import	42,001	27,757	430,685	348,927
South Korea	Import	17,064	30,037	210,093	469,262
Sweden	Import	15,358	8,841	144,582	121,988
Mexico	Import	5,837	11,368	48,895	144,739
Yugoslavia	Import	7,232	5,386	43,244	54,002
United Kingdom	Import	4,197	4,962	31,371	49,347
Italy	Import	1,318	1,194	11,338	8,964
France	Import	2,746	2,149	16,855	21,207
Brazil	Import	2,748	3,168	4,095	59,017
Others	Export	4,929	11,881	39,059	81,305
	Import	1,964	1,061	10,932	19,337
Car total	Export	57,504	84,514	632,642	678,107
	Import	346,105	355,223	4,607,511	4,649,420
TRADE BALANCE		(288,601)	(270,709)	(3,974,869)	(3,971,313)

Light trucks (up to 10,000 lbs. GVW)

Canada	Export	11,471	18,432	166,522	173,930
	Import	17,850	24,566	234,901	210,632
Japan	Import	88,351	62,901	961,471	694,346
Mexico	Import	1,380	2	17,906	7,399
Others	Export	2,002	3,133	11,345	19,481
	Import	1	173	1,008	814
Truck total	Export	13,473	21,565	177,867	193,411
	Import	107,582	87,642	1,215,286	913,191
Trade balance		(94,109)	(66,077)	(1,037,419)	(719,780)
Car and truck total	Export	70,977	106,079	810,509	871,518
	Import	453,687	442,865	5,822,797	5,562,611
TRADE BALANCE		(382,710)	(336,786)	(5,012,288)	(4,691,093)

Compiled by Automotive News from official statistics of the U.S. Commerce Department, as reported by the U.S. International Trade Commission. Because of rounding, figures may not add to the totals shown.

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Conn. helps shoppers get word on lemons

HARTFORD, Conn. — New computer systems in Connecticut enable consumers to check whether cars they are considering buying have ever been repurchased by manufacturers or dealers because they are lemons.

But state officials said they still recommend that consumers try to protect themselves when buying used vehicles by talking to the previous owners and having the vehicles checked by independent mechanics.

One of the new computer systems will be run by the state Department of Consumer Protection. It will include information on all vehicles ordered repurchased from consumers under the state's lemon law.

The Department of Motor Vehicles will have available in a computer system that information and the identification numbers of vehicles repurchased under private vehicle-arbitration programs.

Both systems require the consumer to provide a vehicle's 17-digit identification number.

The record-keeping systems were developed because of reports that defective vehicles repurchased from consumers are being resold to unsuspecting motorists in Connecticut and elsewhere, sometimes in violation of state law.

In some cases, dealers and manufacturers ignored laws and regulations that require them to disclose defects or failed to meet the requirements under which a lemon can be resold without disclosing its past.

Consumer and motor vehicle officials had done little to ensure that defective vehicles were not being illegally resold in the state.

Motor vehicle officials said they are also taking steps to ensure that manufacturers comply with the law that requires them to notify the state whenever they repurchase a defective vehicle under state or private programs.

— The Associated Press

Where the U.S. market was, May 1988

	Total Sales	Pct. of Total
SUBCOMPACT	218,808	22.54
COMPACT	250,291	25.78
INTERMEDIATE	351,213	36.17
STANDARD	131,447	13.54
SPECIALITY	19,134	1.97
TOTAL	970,893	100.00

1988½ Isuzu Impulse
The 1988½ Isuzu Impulse SE is a limited-edition model that features a 2.3-liter, 110-horsepower normally aspirated four-cylinder engine. Only 551 units will be produced, and each model has power windows and door locks, air conditioning, sunroof, four-wheel disc brakes and a Lotus-engineered suspension. The car, equipped with a five-speed manual transmission, carries a $14,399 sticker price.

New Saturn job for GM Saginaw

SAGINAW, Mich. — General Motors' Saginaw Division, already tapped to provide steering components for GM's Saturn Corp., also will make rear brake drums for the new car line.

GM's Delco Moraine Division, which will produce brake assemblies for Saturn, has chosen Saginaw Division to produce the rear brake drums at its plant in Saginaw, Mich., officials said.

"It's going to start at 1,100 a day in 1991," said Dave Baldwin, director of the final drive business unit at Saginaw Division. "We look forward to that doubling as Saturn (increases) its manufacturing capacity."

The unit plans to produce 1,400 drums daily in 1992 and 1,800 in 1993, Baldwin said.

Saginaw Division was chosen earlier to provide steering components for the Saturn car, scheduled for production at a plant in Spring Hill, Tenn.

— The Associated Press

IMPORT SALES BY MODEL

	May 1988	May 1987	5 Mos. 1988	5 Mos. 1987
ACURA	10,818	9,562	49,913	40,562
Integra	5,088	5,163	22,452	23,581
Legend	5,730	4,399	27,461	16,981
ALFA ROMEO	336	637	2,223	2,765
GTV-6	0	8	503	43
Milano	127	208	924	1,045
Spider	211	421	796	1,677
AUDI	1,964	5,538	9,311	16,972
4000S	31	626	160	2,149
4000CS Quattro	6	186	60	831
5000S	935	3,518	2,586	10,135
5000CS Turbo	150	666	498	1,876
5000CS Turbo Quattro	114	448	646	1,497
80	338	0	2,827	0
90	367	0	2,545	0
Coupe GT	23	114	189	484
BMW	5,742	7,790	28,633	35,276
318i	1	6	9	14
524 TD	0	0	3	23
325	3,012	5,216	16,212	23,678
528e	903	669	3,721	4,030
535i/535iS	466	412	2,056	3,137
6-Series	188	167	599	838
7-Series	937	1,196	4,817	3,166
M3	159	13	759	13
M5	27	35	142	97
M6	49	73	215	280
CHEVROLET	11,086	9,294	51,089	49,265
Spectrum	7,416	6,395	31,341	29,652
Sprint	3,680	2,959	19,728	19,613
CHRYSLER/MITSUBISHI	10,809	9,666	49,837	49,554
Colt	8,027	6,368	37,453	31,486
Conquest	1,154	1,030	4,356	5,513
Vista	1,628	2,270	8,028	12,543
DAIHATSU	921	0	4,261	0
EAGLE/RENAULT	890	1,477	7,890	3,778
Medallion	890	1,477	7,890	3,778
FORD Festiva	5,859	1,102	29,182	1,453
HONDA	19,831	26,325	99,373	110,588
Civic/CRX	9,134	12,035	52,078	48,471
Accord	7,070	8,037	27,208	36,932
Prelude	3,627	6,253	20,086	25,185
HYUNDAI	24,269	22,383	120,452	99,867
ISUZU	2,379	3,271	6,807	11,713
I-Mark	1,628	2,652	5,991	8,493
Impulse	751	619	2,816	3,220
JAGUAR	1,809	2,304	7,999	7,832
XJ6	1,375	1,960	6,027	6,101
XJS	434	344	1,952	1,731
MASERATI	63	87	430	429
MAZDA	20,263	15,129	95,919	69,429
323	7,860	5,397	39,020	25,704
626	6,041	6,099	27,476	27,400
MX-6	653	0	5,490	0
929	2,484	0	10,647	0
RX-7	3,225	3,643	13,286	15,325
MERCEDES BENZ	8,269	8,287	35,912	38,138
190	1,832	1,804	6,802	7,992
260E	779	587	3,247	2,315
300	2,669	2,187	10,546	10,104
300SDL Turbo	7	699	85	3,047
300SEL	528	0	2,999	0
420SEL	778	1,277	4,136	5,684
560SEL	417	562	2,288	2,725
560SL	120	1,106	3,982	5,070
560SEC	1,085	162	1,663	797
Tourist	83	123	164	404
MERKUR	1,365	1,045	4,579	3,701
XR4Ti	403	711	2,145	3,367
Scorpio	962	334	2,434	334
MITSUBISHI	6,415	6,646	28,742	26,392
Starion	329	400	1,559	2,355
Cordia	716	324	2,855	1,736
Tredia	24	489	400	1,897
Mirage	778	1,696	4,776	6,531
Galant	2,424	784	6,526	5,026
Precis	1,570	1,699	9,918	5,976
Van/Wagon	574	674	2,709	2,969
NISSAN	29,752	25,732	153,112	174,271
Sentra	10,500	4,145	63,123	49,396
Pulsar	5,892	4,397	20,306	27,840
Stanza	1,924	4,645	25,108	26,630
Maxima	7,993	6,868	27,143	36,532
200SX	1,623	2,484	6,291	14,935
300ZX	1,670	2,881	9,572	17,429
Hawaii	150	504	1,589	1,507
PEUGEOT	755	706	2,714	3,885
PONTIAC LeMans	6,237	0	26,950	0
PORSCHE	1,304	2,473	7,253	10,624
924S	139	317	905	1,175
944	301	659	1,799	2,567
944S	23	185	243	1,171
944 Turbo	138	239	600	1,158
911 Coupe	291	442	1,517	1,892
911 Turbo	113	164	494	627
911 Cabriolet	187	248	677	1,115
928S	112	209	625	899
SAAB	3,107	3,897	15,705	17,808
900	566	831	2,715	3,737
900S	883	1,321	4,156	5,670
900 Turbo	745	770	3,636	3,428
9000S	244	325	1,446	1,457
9000 Turbo	634	578	3,626	3,240
Tourist	35	72	121	276
STERLING	632	1,022	4,232	5,221
SUBARU	12,891	16,126	80,724	69,171
Hatchback	436	495	2,780	3,030
3-Door	784	1,387	3,240	5,279
4-Door Sedan	2,327	4,159	10,862	15,747
XT	1,507	2,022	6,025	8,157
Station Wagon	5,656	7,263	25,296	27,289
Justy	1,981	790	12,521	3,669
TOYOTA	57,917	50,677	228,572	195,133
Corolla	15,327	9,099	57,758	36,790
Tercel	8,997	8,437	34,639	31,871
Celica	6,544	7,972	29,171	29,517
Supra	2,449	2,911	9,124	11,708
Camry	19,933	16,447	77,643	59,440
Cressida	853	1,935	4,889	8,881
Land Cruiser	685	306	3,400	1,596
Van	446	1,274	2,597	5,974
4Runner SR 5	1,972	133	8,306	557
MR2	709	1,896	4,045	7,254
Hawaii	0	267	0	1,545
VOLKSWAGEN	12,906	15,208	61,249	50,042
Cabriolet	1,212	1,382	5,804	6,320
Jetta	4,448	7,631	25,474	23,832
Vanagon	471	1,118	2,601	4,238
Quantum	219	537	1,200	2,603
Scirocco	237	0	1,342	0
Fox	6,319	3,141	24,824	9,933
VOLVO	8,369	10,402	40,468	52,881
240 Series	3,144	5,185	18,023	25,854
740 Series	4,106	3,980	17,392	20,918
760 Series	885	1,004	4,210	5,427
780	143	6	588	7
Tourist	91	227	255	675
YUGO	2,510	4,111	14,531	22,272
IMPORT TOTAL	268,906	260,297	1,250,032	1,161,822

Compiled by Karen Datkowski

Maryland bank offers car-loan rebates

By Edward Lapham
AUTOMOTIVE NEWS STAFF REPORTER

In an effort to recoup market share for its direct retail auto loans, Maryland National Bank of Baltimore is conducting an auto loan program that offers a rebate of up to $500.

"We anticipate a doubling of our volume," said Richard M. Croswell, assistant vice president and product manager.

Maryland National Bank no longer makes indirect retail loans. Although it does handle showroom leases, the bank no longer buys retail purchase finance contracts from dealers.

The program was designed to help bank new-car loans compete more effectively against dealer-arranged financing.

The loan rebate offer, believed to be the first, is "really a very simple program," Croswell said. "We did not adjust our annual percentage rate," he said. "We're using our regular street rate of 9.9 percent."

In order to qualify, loans must be at least $11,250 and at least 48 months in length, and the car buyer must make all scheduled payments.

At the end of the loan, the bank will pay a cash rebate that varies by loan amount.

On loans of $11,250 to $12,499, the bank will rebate $100. The rebate is $250 on loans ranging from $12,500 to $15,000 and $500 on loans greater than $15,000.

The offer began May 13 and runs through June 30. Croswell declined to discuss the operational details of how the bank can afford to pay the rebates.

"The program is designed to drive business in and to generate an interest in our products," said Croswell, who conceived the rebate idea. "In those terms, it has been very successful," he said.

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DOMESTIC SALES

	June 1-10, 1988	June 1-10, 1987
Eagle	1,342	595
Chrysler	6,698	8,608
Plymouth	7,508	9,411
Dodge	12,231	11,059
Chrysler Motors	27,779	29,673
Ford	39,949	41,158
Mercury	12,622	13,925
Lincoln	5,890	5,306
Ford Motor Co.	58,461	60,389
Buick	13,323	14,867
Cadillac	4,818	6,592
Chevrolet	39,570	45,100
Oldsmobile	20,399	20,358
Pontiac	22,611	20,510
General Motors	100,721	107,427
Volkswagen	917	997
Honda	6,692	6,712
Nissan	2,418	3,341
Toyota	1,052	160
Mazda	607	—
U.S. Industry Total	198,647	208,699

Sales slip 4.8% for U.S. cars in early June

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

In the wake of major incentive reductions, sales of U.S.-built cars in the first 10 days of June slipped 4.82 percent below the depressed count for the same period a year ago.

The eight U.S. makers reported sales of 198,647 cars compared with 208,699 in the June 1-10 period of 1987.

The daily-selling rate for June 1-10 was 22,072 compared with 23,189 a year ago. Both periods had nine selling days.

Early-June sales also dropped 2.75 percent below the first 10 days of May 1988, when deliveries totaled 204,270.

Ford Motor Co.'s sales dipped 3.19 percent to 58,461 units compared with 60,389 a year ago. However, Lincoln deliveries rose 11.01 percent. Ford also said that dealer orders for the new Ford Probe have topped 100,000.

General Motors delivered 100,721 cars, 6.24 percent fewer than 107,427 in the same period a year ago. Pontiac sales continued to improve with a gain of 10.24 percent. Cadillac was off 26.91 percent. Chrysler Motors sold 27,779, down 6.38 percent from 29,673 last year, though Dodge sales rose 11 percent in the period.

Among the transplants, Toyota sold 1,052 cars, more than six times as many as the 160 sold in the first 10 days of June last year. Mazda sold 607 domestic cars; it was not marketing cars in the United States last year.

Honda's 10-day deliveries of U.S.-built cars balanced at 6,692, almost the same as last year's 6,712. Nissan's sales dropped 27.63 percent to 2,418 compared with 3,341. Volkswagen's sales declined 8.02 percent to 917 from 997 for the period last year.

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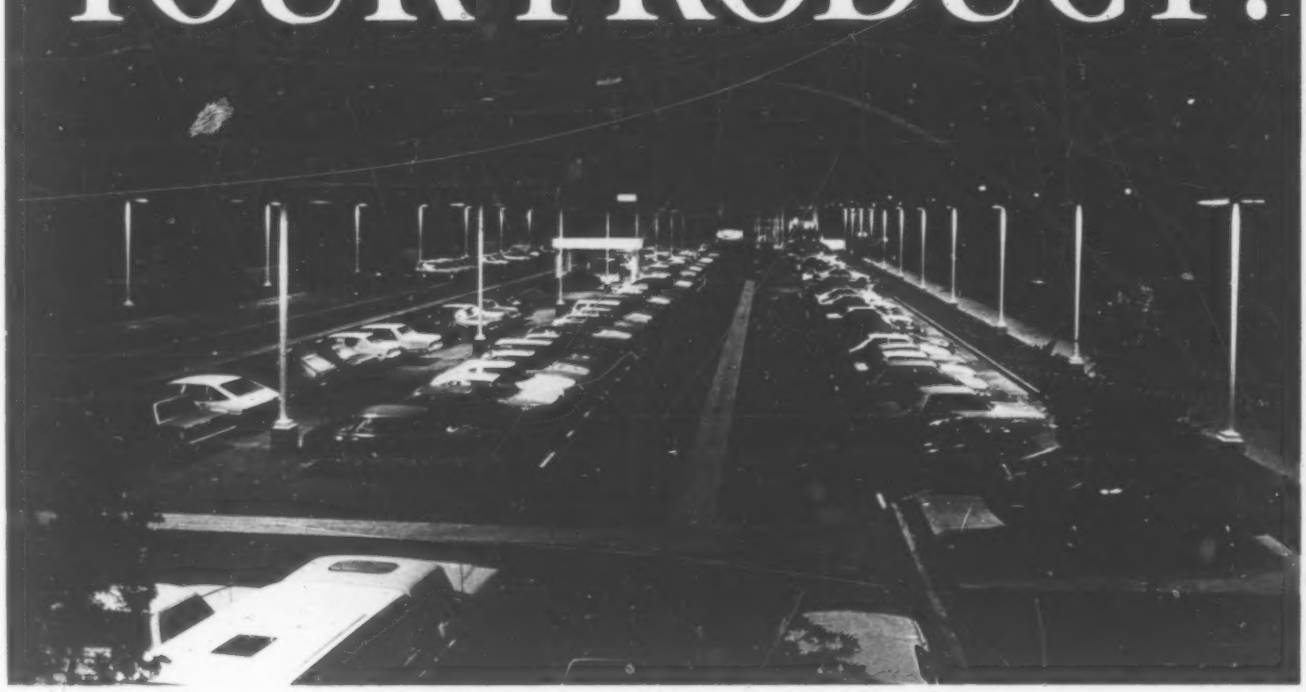

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GM salutes top-quality suppliers

DETROIT — Four General Motors suppliers have been honored as the first recipients of the corporation's new Targets for Excellence award for outstanding supplier performance.

The program, announced last September, recognizes GM suppliers who demonstrate ongoing superiority in five areas: management skills, product quality, cost, delivery and technology.

The winning suppliers were:

- Prince Corp. of Holland, Mich., with three facilities that supply GM with visors, consoles, armrests and electronic assemblies.
- GM Fisher Guide Division's Rimir plant in Metamoros, Mexico, which produces fascias for a variety of GM car lines.
- Shell Chemical's Marietta plant in Belpre, Ohio, a supplier of Kraton polymers, a family of thermoplastic elastomers used to produce conduit, shifter boots, electrical connections, shift levers and wire insulation.
- Milliken & Co., headquartered in Spartanburg, S.C., with five regional locations that supply GM with body cloth for vehicle seats, pre-cut laminated trim parts and speaker cover fabric.

GM began conducting supplier assessments last fall.

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Clanton's Auto Auction, P.O. Box 51, Darlington, South Carolina, 803-393-2861. Sale every Thurs., Regular Consignment, 11 a.m. & Early Bird, 9 a.m. (repos & lease units).

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AUCTION DATES

Chrysler Motors

June 21 — Hatfield Auto Auction, Hatfield, Pa.; American Auto Auction, Walpole, Mass.; Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Aurora, Colo.; South Seattle Auto Auction, Kent, Wash.; Golden Gate Auto Auction, Fremont, Calif.; and Nashville Auto Auction, Nashville, Tenn.

June 22 — Butler Auto Auction, Gibsonia, Pa.; A.D.E. of Birmingham, Birmingham, Ala.; and Minneapolis Auto Auction, Plymouth, Minn.

June 23 — Northway Exchange, Clifton Park, N.Y.; Clanton's Auto Auction, Darlington, S.C.; and Metro Auto Auction of Kansas City, Lee's Summit, Mo.

June 24 — Manheim Auto Auction, Manheim, Pa.

June 28 — Florida Auto Auction of Orlando, Ocoee, Fla.; Dallas Auto Auction, Grand Prairie, Texas; Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Riverside Auto Auction, Riverside, Calif.; and Greensboro Auto Auction, Greensboro, N.C.

June 29 — Columbus Fair Auto Auction, Obetz, Ohio, and Southern Auto Auction, Warehouse Point, Conn.

June 30 — Fredericksburg Auto Auction, Fredericksburg, Va.; Indianapolis Auto Auction, Indianapolis; Omaha Auto Auction, Omaha, Neb.; Salt Lake Auto Auction, Salt Lake City; Southwest Auto Auction, Phoenix, Ariz.; and Ark-La-Tex Auto Auction, Shreveport, La.

July 1 — St. Louis Auto Auction, Bridgeton, Mo.

Used Car Sales
Auction Averages

June 1988	$5,824
Month ago	$5,795
Year ago	$5,876

Ford Motor Co.

June 21 — Harrisonburg Auto Auction, Harrisonburg, Va., and Bay Cities Auto Auction Inc., Hayward, Calif.

June 22 — Northway Auto Auction, Clifton Park, N.Y.; Columbus Fair Auto Auction, Obetz, Ohio; and Lakeland Auto Auction, Lakeland, Fla.

June 23 — Baltimore-Washington Auto Exchange, Baltimore; Greater Houston Auto Auction, Houston; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

June 29 — Atlanta Auto Auction, Red Oak, Ga.; Concord Auto Auction, Acton, Mass.; and Southern California Auto Auction, Fontana, Calif.

June 30 — Auto Auction of Billings, Billings, Mt.; Greater Chicago Auto Auction, Chicago; and St. Louis Auto Auction, Bridgeton, Mo.

General Motors

June 21 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

June 22 — Atlanta Auto Auction, Atlanta; Clanton's Auto Auction, Darlington, S.C.; Riverside Auto Auction, Riverside, Calif.; and Omaha Auto Auction, Omaha, Neb.

June 23 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; and St. Louis Auto Auction, Bridgeton, Mo.

June 28 — A.D.E. of Birmingham; Harrisonburg Auto Auction, Harrisonburg, Va.; and Florida Auto Auction of Orlando, Ocoee, Fla.

June 29 — Hatfield Auto Auction, Hatfield, Pa.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Indianapolis Auto Auction, Indianapolis.

June 30 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Model Breakdown
Auction Averages

	JUNE 1988	MAY 1988	APR 1988
1988	$12,577	$12,592	$12,483
1987	$8,664	$8,672	$8,638
1986	$7,322	$7,375	$7,190
1985	$5,769	$5,732	$5,904
1984	$4,515	$4,511	$4,438
1983	$3,738	$3,751	$3,792
1982	$2,500	$2,490	$2,398
1981	$1,953	$1,963	$1,937
Overall Average	$5,824	$5,800	$5,722

Kruse plans new Indiana quarters

Kruse International plans to build a $4 million auction facility near its home town of Auburn, Ind., for its Auburn-Cord-Duesenberg sale that is held annually over the Labor Day weekend.

"The sale has outgrown its current site on the grounds of the local high school," said Mike Butler, executive vice president. "We are expecting a crowd of more than 100,000 for the auction of approximately 1,700 antique and classic cars at this year's Labor Day sale."

He said construction of the 200,000-square-foot auction facility on the 250-acre site will begin this fall with completion to coincide with the 1989 Labor Day sale.

Kruse sold a record of 1,250 cars at last year's event and drew about 100,000 spectators and buyers.

Plans call for 20 entrance gates and a parking lot large enough to park 10,500 vehicles. Unlike dealer auctions that have upwards of 20 lanes, Kruse's facility will consist of one or two lanes.

"We want to remain flexible," said Butler. "This is not planned as a dealer auction so far. Antique-car auctions are a sort of community event, so we don't work at the same pace as dealer auctions where 10 lanes are going all at once."

Instead of more lanes, the company's strategy is to schedule more sales, lumping cars like 1950s convertibles, specialty vehicles and others into groups.

Kruse International, a privately held company, had sales of $100 million in 1987 and holds about 40 auctions a year, said Butler. The company sold about 10,000 vehicles last year. It has 40 full-time employees at its Auburn headquarters and another 50 in offices around the country.

Butler said the company has cornered about 75 percent of the antique-car auction market since holding its first antique-car auction 18 years ago.

AUCTION BRIEFS

CHARLES THOMAS

Tanks for the fish

A 1961 Cadillac DeVille complete with a 17-gallon freshwater fish tank built into the rear window will be auctioned at the Newport Beach Collector Car Auction July 9-10 in Newport, Calif.

Three longtime California new-car auto dealers will put their combined collections of vintage cars up for sale at the auction, which is hosted by Rick Cole Auctions.

Bob Estes, a 60-year dealer in Beverly Hills, will put up 23 vintage cars. A majority of them are Lincolns and Thunderbirds.

Jack Wall, owner of Jack Wall Chevrolet, Glendale, Calif., will consign 50 cars — 20 of them rare Corvettes including a 1955 roadster. Larue Thomas, Larue Thomas Chevrolet, Los Angeles, has consigned 23 vintage Cadillacs.

California will review emissions break

SACRAMENTO, Calif. — The California Air Resources Board will reconsider a program that allows manufacturers to sell a limited number of vehicles that do not meet state emission requirements.

The program allows carmakers to sell 49-state cars in California by drawing on a bank of credits they have built up in prior years by selling cars that were cleaner than the state's standards.

The purpose of the program is to give California buyers access to the few powertrain familiesthat do not meet the state's tighter emission regulations.

However, the board's staff now believes that some manufacturers have been abusing the program by selling cars that either could meet California standards or avoiding the state's stricter recall requirements. The board will reconsider its program at its July 14 meeting.

On another front, the federal EPA has revised its rules covering non-conformance penalties for heavy-duty vehicles attempting to meet federal emission standards but titled, registered or used principally in California.

EPA will waive collection of a penalty so long as the identical penalty is paid in California. However, EPA reserves the right to collect any penalties that have been waived if the manufacturer fails to pay the quarterly fine to California when due or if the amount paid to California is less than would have been due to EPA.

PRODUCTION

Car output slips a bit; trucks rise

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Last week's targeted domestic auto production of 167,724 dipped 1.23 percent below the prior week's 169,807 but increased 9.80 percent over the year-ago week's 152,750.

The 1987 week's output was held back by downtime at several plants for model changeover.

So far this year, 3,475,808 cars have been assembled, 6.50 percent below the 3,717,565 built last year at this point.

Companies split last week's scheduled output as follows: General Motors, 47.98 percent; Ford Motor Co., 25.11 percent; Chrysler Motors, 16.07 percent; Honda of America Manufacturing Inc., 4.58 percent; New United Motor Manufacturing Inc., 1.94 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 1.57 percent; Nissan Motor Manufacturing Co. U.S.A., 1.56 percent; and Volkswagen of America, 1.19 percent.

Truck output was estimated at 87,760 last week, 1.35 percent more than the previous week's 86,420 and 12.82 percent more than the year-ago week's 77,791.

Chrysler closed its Newark, Del., plant today for a 16-week model changeover to the new Plymouth Acclaim and Dodge Spirit four-door sedans. The shutdown affects about 1,600 workers.

On Aug. 1, Chrysler will lay off 1,200 workers at its Kenosha, Wis., plant for four weeks because of a material shortage caused by a change in production plans.

A company spokesman said Dodge Omni and Plymouth Horizon output at Kenosha had been scheduled to end in July but now is slated to continue until the end of 1988. The change led to shortages of steel and other materials.

GM began building 1989 Buick Skyhawks at its Janesville, Wis., plant last week. Production of the Skyhawk was temporarily halted when GM closed its Lordstown, Ohio, plant in April. GM scheduled output of two units last week.

GM slated overtime last Saturday at its Lordstown, Ohio, Flint, Mich., Pontiac, Mich., Shreveport, La., and Moraine, Ohio, plants.

All Ford plants except the Louisville, Ky., facility are slated for daily overtime this week.

Car build falls 9% in Canada

Canadian auto production was scheduled at 24,646 cars last week, 9.36 percent below the previous week's 27,192 but 34.69 percent more than last year's 18,298.

So far this year, 579,350 cars have been assembled, 41.84 percent more than the 402,097 built last year at this point.

Estimated truck output of 20,555 units last week increased 2.31 percent over the prior week's 20,091 and rose 13.03 percent over the year-ago week's 18,186.

Year-to-date, 459,705 trucks have been completed, 15.63 percent more than the 397,565 assembled last year at this time.

As reported earlier, Chrysler Motors' Bramalea, Ontario, plant is idle until June 27 for line adjustments.

U.S. CAR	Week Ended June 18, 1988	Week Ended June 20, 1987	Week Ended June 14, 1988	June to Date	Jan. 1 to June 18, 1988	Jan. 1 to June 20, 1987
Alliance	0	0	0	0	0	15,539
Total Eagle	0	0	0	0	0	15,539
Horizon	2,500	0	2,537	6,095	46,844	32,997
Sundance	2,600	2,188	2,644	6,814	51,816	51,095
Reliant	3,200	2,316	3,297	8,047	52,370	59,030
Caravelle	100	1,055	170	551	9,843	27,165
Gran Fury	300	79	492	1,010	6,711	2,152
Total Plymouth	8,700	5,638	9,140	22,518	167,584	172,439
LeBaron K	0	1,596	0	0	7,955	41,605
LeBaron J	2,200	4,102	2,116	5,779	37,370	58,220
LeBaron GTS	200	1,125	280	656	4,546	21,442
N. Yorker E-Class	0	1,711	0	0	0	42,008
N. Yorker C-Class	2,800	0	2,870	7,023	57,686	0
Fifth Avenue	300	972	336	748	14,638	20,527
Total Chrysler	5,500	9,506	5,602	14,206	120,495	183,802
Omni	2,400	0	2,508	5,921	46,406	28,363
Daytona	2,200	2,044	2,128	5,677	36,328	28,603
Shadow	2,300	2,628	2,290	6,020	53,156	51,769
Aries	2,900	2,043	3,083	7,164	44,520	55,660
Dodge 600	100	1,015	166	536	8,658	24,293
Dynasty	2,300	0	2,298	5,714	53,359	0
Lancer	150	641	171	421	4,988	13,495
Diplomat	400	319	383	932	10,792	3,782
Total Dodge	12,750	8,690	13,027	32,385	258,207	205,965
CHRYSLER MOTORS	26,950	23,834	27,769	69,109	546,286	577,745
Escort	9,594	7,518	9,420	24,289	184,022	183,113
Mustang	4,277	4,498	4,579	10,930	102,173	105,974
Tempo	3,926	3,707	3,996	9,873	95,747	94,170
Taurus	9,323	7,941	9,623	23,003	195,820	210,770
Thunderbird	3,796	3,544	3,863	9,487	78,582	81,175
Total Ford Div.	30,916	27,308	31,481	77,581	656,344	675,202
Lynx	0	210	0	0	0	19,786
Topaz	1,592	1,381	1,544	3,836	35,819	31,070
Cougar	2,506	2,437	2,587	6,293	58,249	76,249
Sable	2,909	2,595	3,062	7,303	68,116	66,851
Total Mercury	7,007	6,623	7,193	17,432	162,184	193,956
Continental	924	472	949	2,400	22,124	9,104
Mark VII	459	549	463	1,190	12,144	13,502
Lincoln	2,809	3,058	2,848	7,265	70,671	67,835
Total Lincoln	4,192	4,079	4,260	10,854	104,939	90,441
Total L-M Division	11,199	10,702	11,453	28,287	267,123	284,397
FORD MOTOR CO.	42,115	38,010	42,934	105,868	923,467	959,599
Skyhawk	2	342	0	2	11,352	15,241
Skylark/Somerset	1,749	1,135	1,521	3,955	23,480	35,449
Century	3,420	3,890	3,790	8,984	53,593	89,539
Regal (rwd)	0	948	0	0	0	22,384
Riviera	128	254	159	369	3,344	7,984
Electra	2,254	2,443	2,259	5,825	42,872	48,673
LeSabre (fwd)	2,500	4,662	2,450	6,154	61,142	64,461
LeSabre (rwd)	205	81	224	559	4,825	5,143
Reatta	209	0	220	506	2,883	0
Total Buick	10,467	13,755	10,623	26,353	203,491	288,874
Cimmaron	0	181	0	0	3,696	7,212
Eldorado	1,006	606	1,212	2,838	21,065	9,525
Seville	601	563	725	1,690	13,103	11,816
Brougham (rwd)	400	1,000	467	1,397	17,576	37,089
Deville (fwd)	3,540	2,908	3,423	8,663	87,470	78,820
Allante	0	135	56	87	1,135	1,913
Total Cadillac	5,547	5,393	5,883	14,676	144,045	146,375
Cavalier	9,314	8,471	7,926	21,067	171,247	181,215
Camaro	2,483	3,362	2,356	6,019	42,578	52,618
Celebrity	5,230	5,717	5,335	13,046	89,879	175,599
Corsica/Beretta	9,148	7,009	9,393	22,988	198,129	131,345
Monte Carlo	0	1,204	0	0	0	35,802
Caprice	4,900	1,928	5,692	12,925	96,629	97,825
Corvette	440	640	446	1,100	10,283	14,654
Total Chevrolet	31,515	28,331	31,148	77,166	608,745	689,058
Calais	3,243	3,636	3,040	8,310	58,290	64,609
Firenza	0	621	0	0	5,220	5,563
Cutlass Ciera	1,600	5,161	1,571	3,815	6,239	91,329
Cutlass Supreme	4,050	1,870	4,064	10,043	100,249	35,767
Toronado	405	544	478	1,137	9,167	9,208
88 (fwd)	3,428	2,171	3,956	9,083	81,197	93,943
88 (rwd)	150	412	149	378	5,877	9,560
Olds 98	1,602	965	1,580	3,945	40,036	34,775
Total Oldsmobile	14,478	15,380	14,818	36,711	306,275	348,352
Sunbird	2,630	2,524	2,151	6,079	52,552	56,593
Grand Am	5,340	5,163	6,174	13,979	119,581	126,812
Firebird	1,788	2,058	1,568	4,146	31,365	38,845
Grand Prix	3,780	0	3,264	8,819	60,851	0
Pontiac 6000	1,600	1,995	1,452	3,809	37,691	40,180
Bonneville	2,753	0	3,260	7,314	55,338	65,436
Safari/Parisienne	90	125	103	263	4,098	5,253
Fiero	500	962	503	1,003	9,650	19,301
Total Pontiac	18,481	12,847	18,475	45,412	371,126	352,420
GENERAL MOTORS	80,488	75,706	80,947	200,317	1,633,682	1,825,079
HONDA	7,680	6,261	7,699	18,939	176,391	157,380
Civic	2,403	2,688	2,429	5,922	47,484	53,051
Accord	5,277	3,573	5,270	13,018	128,907	104,329
MAZDA†	2,631	0	2,541	6,222	41,946	0
NISSAN	2,610	2,957	2,594	6,470	47,992	67,767
NUMMI	3,250	3,992	3,311	8,162	76,922	92,470
Corolla	1,200	889	1,243	3,035	28,295	19,050
Nova	2,050	3,103	2,068	5,128	48,627	73,420
VOLKSWAGEN	2,000	1,990	2,012	4,990	29,122	37,525
Golf/GTI	2,000	1,740	2,012	4,990	23,589	31,624
Jetta	0	250	0	0	5,553	5,901
Total Cars, U.S.	167,724	152,750	169,807	420,078	3,475,808	3,717,565
Total Cars, Canada	24,646	18,298	27,192	67,773	570,350	402,097
U.S., Canada Cars	192,370	171,048	196,999	487,851	4,046,158	4,119,662
U.S., Canada Cars and Trucks	300,685	267,025	303,510	758,547	6,531,575	6,330,323

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the 929 and Ford Probe.

CANADIAN CAR	Week Ended June 18, 1988	Week Ended June 20, 1987	Week Ended June 14, 1988	June to Date	Jan. 1 to June 18, 1988	Jan. 1 to June 20, 1987
Eagle	0	—	0	0	0	—
Premier	0	—	1,681	2,613	33,569	—
CHRYSLER MOTORS	0	93	1,681	2,613	33,569	2,863
Escort	0	—	0	0	0	—
Lynx	0	—	0	0	0	—
Tempo	3,268	—	3,285	8,679	96,136	—
Topaz	1,628	—	1,617	4,045	33,529	—
Crown Victoria	2,832	—	2,793	7,327	66,791	—
Grand Marquis	2,928	—	2,944	7,608	66,685	—
FORD MOTOR CO.	10,656	10,829	10,639	27,659	263,141	257,883
Celebrity	645	—	650	1,690	10,680	—
Cutlass Ciera	6,915	—	7,361	18,861	135,466	—
Cutlass Supreme	0	—	0	0	0	—
Grand Prix	0	—	0	0	0	—
Pontiac 6000	1,400	—	1,532	3,827	26,592	—
Regal	3,800	—	4,089	9,906	80,139	—
GENERAL MOTORS	12,760	6,778	13,632	34,284	252,877	131,177
Civic	1,050	—	1,060	2,657	5,088	—
Accord	0	—	0	91	12,315	—
HONDA	1,050	373	1,060	2,748	17,403	5,089
VOLVO	180	225	180	468	3,360	5,085
Total Cars, Canada	24,646	18,298	27,192	67,773	570,350	402,097

U.S. TRUCK☆	Week Ended June 18, 1988	Week Ended June 20, 1987	Week Ended June 14, 1988	June to Date	Jan. 1 to June 18, 1988	Jan. 1 to June 20, 1987
Caravan	1,900	—	1,596	4,946	48,100	—
Dakota	2,000	—	2,087	5,124	55,827	—
Mini-Ram Van	300	—	366	825	7,588	—
Pickups	2,000	—	2,065	5,099	34,594	—
Total Dodge	6,200	8,354	6,114	15,994	146,109	127,500
Cherokee	4,450	—	4,345	10,974	88,336	—
Commanche	1,050	—	1,000	2,541	22,959	—
Grand Wagoneer	350	—	350	866	7,280	—
Pickups	0	—	0	0	0	—
Wagoneer	200	—	297	646	6,301	—
Total Jeep	6,050	5,130	5,992	15,029	130,076	104,382
Voyager	1,700	—	1,436	4,428	44,320	—
Total Plymouth	1,700	—	1,436	4,428	44,320	—
CHRYSLER MOTORS	13,950	13,484	13,542	35,452	320,505	231,882
Aerostar	4,474	—	3,678	9,659	104,778	—
Bronco	1,353	—	1,234	3,262	29,683	—
Bronco II	2,509	—	2,509	6,184	65,362	—
Econoline	5,147	—	5,198	12,779	120,070	—
Heavy trucks	1,742	—	1,510	4,061	33,645	—
Light trucks	10,491	—	10,281	25,676	246,519	—
Ranger	7,881	—	7,891	19,596	177,130	—
Total Ford Div.	33,597	30,125	32,351	81,418	777,188	731,931
FORD MOTOR CO.	33,597	30,125	32,351	81,418	777,188	731,931
Astro	3,218	—	3,883	9,054	82,759	—
Blazer	648	—	679	1,610	13,517	—
Mediums/Heavies	440	—	433	1,065	8,785	—
P-Model	893	—	807	2,095	18,900	—
Pickups	6,967	—	7,518	17,986	161,290	—
S-10	6,515	—	5,900	15,681	139,880	—
S-10 Blazer	3,663	—	3,666	9,319	79,634	—
Sportsvan/Van	2,312	—	2,041	5,483	41,863	—
Suburban	1,779	—	1,780	4,218	35,759	—
Total Chevrolet	26,435	19,740	26,707	66,511	582,387	531,286
Jimmy	165	—	169	369	3,984	—
Mediums/Heavies	660	—	658	1,632	19,120	—
P-Model	130	—	194	418	2,753	—
Pickups	1,914	—	2,100	5,042	49,890	—
S-15	1,478	—	1,247	3,462	32,560	—
S-15 Jimmy	952	—	901	2,355	20,842	—
Safari	802	—	935	2,213	21,149	—
Suburban	668	—	763	1,727	16,769	—
Vandura/Rally Vans	657	—	468	1,462	17,478	—
Total GMC	7,426	8,177	7,435	18,681	184,545	182,218
GENERAL MOTORS	33,861	27,917	34,142	85,192	766,932	713,504
NAVISTAR	1,932	1,672	1,962	4,796	42,466	36,839
NISSAN	1,670	1,843	1,673	4,142	53,171	40,490
AM GENERAL*	450	450	450	1,170	10,710	5,550
MISCELLANEOUS*	2,300	2,300	2,300	5,960	54,740	52,900
Total Trucks, U.S.	87,760	77,791	86,420	218,150	2,025,712	1,813,096

CANADIAN TRUCK	Week Ended June 18, 1988	Week Ended June 20, 1987	Week Ended June 14, 1988	June to Date	Jan. 1 to June 18, 1988	Jan. 1 to June 20, 1987
Caravan	3,150	—	2,982	7,871	71,588	—
Mini-Ram Van	324	—	324	839	7,044	—
Ram Wagon	520	—	563	1,424	12,000	—
Ram Van	1,530	—	1,469	3,878	30,979	—
Total Dodge	5,524	8,537	5,338	14,012	121,611	199,966
Voyager	2,670	—	2,615	6,847	65,379	—
Total Plymouth	2,670	—	2,615	6,847	65,379	—
Wrangler	1,018	—	1,080	2,567	24,145	—
Total Jeep	1,018	778	1,080	2,567	24,145	15,987
CHRYSLER MOTORS	9,212	9,315	9,033	23,426	211,135	215,953
FORD MTR. (lt. trks.)	3,648	3,539	3,518	9,327	85,046	76,240
Light trucks	3,465	—	3,747	7,999	73,064	—
Vans	1,467	—	1,533	4,031	30,202	—
Total Chevrolet	4,932	—	5,280	12,031	103,266	—
Light trucks	1,815	—	1,469	5,510	38,825	—
Vans	678	—	526	1,557	16,058	—
Total GMC	2,493	—	1,995	7,067	54,883	—
GENERAL MOTORS	7,425	5,106	7,275	19,098	158,149	100,675
NAVISTAR	270	226	265	694	5,375	4,697
Total Trks., Canada	20,555	18,186	20,091	52,545	459,705	397,565
U.S., Canada Trks.	108,315	95,977	106,511	270,696	2,485,417	2,210,661

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.